



# Hawai'i District Office Lenders Quarterly

**U.S. Small Business  
Administration**  
Hawai'i District Office

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**For More Information**

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:  
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness:  
1-800-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)

*All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.*

## Foreign-Trade Zone 9 at Pier 2 - Lending a Helping Hand



Gregory Barbour, Administrator, indicated that the State of Hawai'i Foreign-Trade Zone (FTZ) 9 lends a "helping hand to small businesses" who import and export merchandise through Port Hawai'i. At the 180,000 sq.-ft. facility, the FTZ staff's mantra is "customer first." The site provides space "outside the Customs Territory of the United States" where goods may have duty payments postponed, lowered by manipulating merchandise or, if the product is re-exported, avoided altogether. FTZ provides:

1. assistance in working with US Customs and Border Protection;
2. reasonably-priced common-use bonded warehouse with zero-loss track record—full security;
3. complete on-line tracking of all inventory;
4. space for product manipulation (non bonded);
5. 25,000 sq.ft. of office space (40 units);
6. and onsite professionals:
  - a. US Customs Import Specialists and Agents
  - b. Customs Brokers
  - c. Shipping Agents
  - d. US Commercial Service- Paul Tambakis, Director Pacific Islands, US Department of Commerce

The most visible function at Pier 2 is warehouse storage. In 2004, the FTZ invested \$3.1 million for an additional 12,400 sq. ft. of office space for entrepreneurs using the FTZ and 5,000 sq.ft. of temperature-controlled cool storage space in the warehouse. The Foreign-Trade Zone offers a one-stop international trade center where an importer or exporter can get a variety of information, access import-export services and inventory/working space. Greg Barbour mentions that the FTZ is fashioned to be the "hub" of international trade in Honolulu.



(Above photos--meeting room, conference room, space for product manipulation and cool rooms for temperature-sensitive inventory)



Greg noted that a voluntary service provided by the FTZ for Customs and Border Protection (CBP) is a centralized exam station for foreign cargo. Normally, CBP will have an examination station off site from the harbor and small businesses will have to pay up to \$2,000 for trucking, space rental and labor to unload and load a container. The FTZ provides 10% of its warehouse area for this service and the space is **free of charge to local businesses**. Costs to the business are only for trucking from the adjacent Pier 1 and the service to unload and load a container for inspection.

Truly, Foreign-Trade Zone 9 lends a helping hand to small business. If you have any questions, please contact Gregory Barbour at (808) 586-2507 or visit their website at [www.ftz9.org](http://www.ftz9.org).



### Innovations from Surfco Hawaii, Inc.



Ocean surf and water safety is the foundation of Surfco Hawaii, Inc., says owner and inventor David Skedeleski. Surfco Hawaii was established in 1986 to distribute Nose Guard. The product

proved to be the best solution in reducing injuries caused by the surfboard nose tip. In the winter of 1986, Nose Guard was introduced and tested by top professional surfers on the North Shore. The results were very positive.

Since then, Surfco Hawaii has invented and produced many unique products, such as Pro Teck Fins and a refined Nose Guard called Diamond Tips. Pro Teck Fins are unique in that they have a flexible urethane edge and a carbon or urethane core. The urethane construction reduces the injuring effects of the fins or "skeg" to the surfer during a wipeout. Coincidentally, the flex in the urethane construction also adds a power boost in the turning performance of the surfboard. In a market where product results are tested by the customer and Mother Nature, Surfco Hawaii's reputation is such that the "Triple Crown of Surfing" has requested that the firm be present at the various event sites and to provide its products and expertise to the contestants. Testimonials on the safety quality of their products can be viewed on their website at [www.surfcohawaii.com](http://www.surfcohawaii.com).

These products have been so well received by surfing and wind surfing enthusiasts that David has distributorships in Australia, New Zealand, Japan, the Philippines, Taiwan, Canary Islands, Costa Rica, Puerto Rico, France, Portugal, Germany/Holland, Israel and the

United Kingdom ... All from a surf shop in Pearl City (98-723 Kuahao Place, Pearl City)--just past Moanalua Road going mauka on Ka'ahumanu St. and a right turn at Buzz's Steakhouse. Surfco Hawaii Inc. is managed by



David and his wife Doreen (office manager). In parallel with the practical yet creative features of his products, David viewed the foreign markets as reaching beyond Pearl City and the North and South

Shores. In 2002, John Dickinson of American Savings Bank assisted by providing expansion term loan financing through the SBA guaranty loan program and, in 2004 and 2006, SBA Export Express term loans.

David's most recent product is a clear molded surfboard traction pad called Hawaiian Hot Grip that's made from the same material as the Nose Guards. The clear material allows the board and its graphic design to be seen through the traction pad. Ergonomically designed with air cushions, the pad has a comfortable fit and non-abrasive feel. It sounds like another hit.



We wish you continued success in your exporting efforts.

#### Export Express

- The SBA's Export Express guaranty is 85 percent for loans up to \$150,000 and 75 percent for loans greater than \$150,000 up to the maximum loan amount of \$250,000.
- SBA Export Express loans are available to persons who meet the normal requirements for an SBA business loan guaranty. Loan applicants must also demonstrate that the loan proceeds will enable them to enter a new export market or expand an existing export market, and must have been in business operation, though not necessarily in exporting, for at least 12 months.
- Any lender that is authorized to participate in the SBA Express loan program may participate in SBA Export Express. SBA Export Express lenders use streamlined and expedited loan review and approval procedures to process SBA guaranteed loans. The lender uses its own loan analyses, loan procedures and loan documentation. Completed loan applications are submitted for approval to the SBA's processing center in Sacramento, California. The SBA provides the lender with a response, typically within 36 hours.



## ***2007 Small Business Person of the Year Awards Luncheon***

Each year, the SBA Small Business Awards honor small business owners and advocates who have been recognized for their exceptional achievements and the many contributions to the local small business community and the economy. Special awards will also be presented at the event including the Administrator's Award of Excellence to outstanding government contractors, the Phoenix Award for Disaster Recovery nominee, and the top performing SBA Lenders and Lending Officers. The 2007 Winners' Circle, a business trade show featuring the products, services, and success strategies of these talented award winners, precedes the luncheon at 11:00 a.m.

We cordially invite you to attend the 2007 Small Business Person of the Year Awards Luncheon On Friday, April 27, 2007 at the Hyatt Regency Hotel in Waikiki. Information regarding luncheon sponsorship, reservations, and tickets is available from **Hawaii Women's Business Center** by phone at 808-526-1001 or on the web at [www.hawaiiwbc.org](http://www.hawaiiwbc.org). The 2007 winners to be honored are as follows:

<b><i>STATE OF HAWAII</i></b>		
<b><u>2007 Small Business Person of the Year</u></b> Malcolm Koga and Glenn Nohara <b>Koga Engineering and Construction</b>	<b><u>Women in Business Champion-Region IX</u></b> Barbara Hastings and Barbra Pleadwell <b>Hastings &amp; Pleadwell</b>	<b><u>Small Business Journalist-Region IX</u></b> Evan and Kari Leong <b>Greater Good Radio &amp; Television</b>
<b><u>SBA Young Entrepreneur</u></b> Tony Yamada, David & Michael Inouye <b>Ideal Collectables</b>	<b><u>Home-Based Business Champion</u></b> Lani Weigert, Alii Chang & Marseu Simpson <b>Alii Kula Lavender Farm</b>	<b><u>Financial Services Champion</u></b> Brian Iwata <b>Taketa, Iwata, Hara &amp; Associates</b>
<b><u>Small Business Exporter</u></b> Nobuo and Teruko Kuniyuki <b>Goodtimes Limited</b>	<b><u>SBA Family-Owned Small Business</u></b> Alvin and Cindy Makimoto <b>Uptown Food Mart &amp; Car Wash</b>	<b><u>Minority Small Business Champion</u></b> Dr. Tin Myaing Thein <b>Pacific Gateway Center</b>
<b><i>CITY AND COUNTY OF HONOLULU</i></b>		
<b><u>Small Business Person of the Year</u></b> Stephanie Biven <b>West Coast Construction</b>	<b><u>Small Business Journalist</u></b> Linda Dela Cruz <b>MidWeek</b>	<b><u>SBA Family-Owned Small Business</u></b> Alan Young <b>Young's Fish Market</b>
<b><u>Women in Business Champion</u></b> Piia Aarma <b>Pineapple Tweed</b>	<b><u>Home-Based Business Champion</u></b> Barry M. Wong <b>Building Specs Hawaii</b>	<b><u>SBA Young Entrepreneur</u></b> Bryan Zada <b>BRZ, Inc. dba Pretzelmaker</b>
<b><i>COUNTY OF MAUI</i></b>		
<b><u>Small Business Person of the Year</u></b> James T. Kartes <b>Paradise Television Network</b>	<b><u>SBA Family-Owned Small Business</u></b> Jeremy Kozuki <b>Home Maid Bakery</b>	<b><u>Home-Based Business Champion</u></b> Susan H. Kim <b>Susan Kim Coaching, LLC</b>
<b><u>Small Business Journalist</u></b> Debra Lordan <b>Maui Weekly</b>	<b><u>Financial Services Champion</u></b> Annette Pauole-Ahakuelo <b>Kuha'o Business Center</b>	
<b><i>COUNTY OF HAWAII</i></b>		
<b><u>Small Business Person of the Year</u></b> Russell Ruderman <b>Island Natural Market and Island Naturals Paho</b>	<b><u>SBA Young Entrepreneur</u></b> Zendo N.M.N. Kern <b>Superior Development Group, LLC</b>	<b><u>Women in Business Champion</u></b> Muriel Boot <b>Tropical Tees and Kona Gift Gallery &amp; Eelskin Outlet</b>
<b><i>COUNTY OF KAUAI</i></b>		
<b><u>Small Business Person of the Year</u></b> Sharron Weber <b>Tire Warehouse</b>	<b><u>SBA Young Entrepreneur</u></b> Thomas T. Middleton <b>Pacific Lawn and Landscape</b>	

Lending Officer Awards as  
of March 31, 2007  
6 months

Lending Officer	Bank	Branch	# Loans	Pts. = # Loans X 2	Bonus Points				# Blitz	Total = Pts. + Bonus Pts.
							504	504 Startup	# Blitz X 2	

*Oahu*

Nguyen, Dan	CPB	Kalihi	5	10	2				0		12
Au, Randy	BOH	Waipahu	6	12					0		12
Honda, Lori	BOH	Waikamilo	3	6	2				2	1	10
Dickinson, John	ASB	Main	4	8	1	1			0		10
Tadlas, Martin	ASB	Main	4	8	1				0		9
Masuno, Naomi	CPB	Kaimuki	2	4	1	1			0		6
Shigeta, Darin	BOH	Wailae-Kahala	2	4	1				0		5
Lemcke, Paul	OPB	Main	1	2					2	1	4
Demaney, Kihe	FHB	Kaneohe	2	4					0		4
Aoki, Jared	CPB	Main	2	4					0		4
Pai, Lawrence	OPB	Main	2	4					0		4
Ventura, Jeff	FHB	Waipahu	2	4					0		4
Yamashita, Bryan	BOH	Main	2	4					0		4
Sokolowski, Greg	CPB	Kapolei	1	2	1				0		3
Shitag, Christlyn	BOH	Waikiki	1	2		1			0		3

*Kauai*

Sandrowski, Jennifer	BOH	Kukui Grove	4	8		1			0		9
Nakaya, Clyde	CPB	Lihue	1	2					0		2
Matsumura, Jaime	FHB	Lihue	1	2					0		2

*Maui*

Pasion, Troy	BOH	Lahaina	2	4	1	1			0		6
Yoshida, Kevin	CPB	Kahului		0	1	1	2		0		4
Peterson, Bard	FHB	Kahului	1	2	1				0		3
Workman, Adrienne	FHB	Lahaina	1	2					0		2
Matsumoto, Pat	CPB	Kahului	1	2					0		2
Sakakihara, Scott	CPB	Kahului		0			1		0		1

*East Hawaii*

Kang, Calvin	CPB	Hilo	2	4	1				4	2	9
Octavio, Cheryl	BOH	Kaikoo	4	8	1				0		9
Nishimura, Eugene	HNB	Hilo	1	2							2
Ayau, Greg	BOH	Hilo	1	2					0		2
Stroh, Marcella	CPB	Hilo		0			1		0		1

*West Hawaii*

Grugier, Elina	FHB	Kona	2	4	2				0		6
Stone, Marisa	BOH	Kailua Kona	2	4	1				0		5
Dermengian, Christie	BOH	Kailua Kona	1	2					0		2
Gaspar, Charmaine	CPB	Kailua Kona	1	2					0		2

## Loan Activity, FY 2007

Six Months Ended 3/31/07

<u>Bank</u>	<u>No. of Loans</u>	<u>Loan Amount (000's)</u>	
		<u>Gross</u>	<u>SBA</u>
Bank of Hawaii	45	3028.0	1522.8
Central Pacific Bank	17	1845.0	1189.0
First Hawaiian Bank	16	1470.6	953.7
Capital One	16	910.0	455.0
Citizens Security Bank	9	867.0	514.7
American Savings Bank	8	918.0	569.3
Comerica Bank	3	1052.5	789.4
Ohana Pacific Bank	3	438.0	332.0
Celtic Bank Corporation	1	800.0	600.0
Excel National Bank	1	526.2	394.7
Hawaii National Bank	1	320.0	160.0
CIT Small Business Lending Corp.	1	229.1	171.8
Wells Fargo	1	20.0	10.0
<b>Sub-total</b>	<b>122</b>	<b>12424.4</b>	<b>7662.4</b>
Innovative Bank	20	385.0	327.3
Superior Financial Group, LLC	9	75.0	63.8
Business Loan Center LLC	7	265.0	225.3
<b>Total 7(a) Loans</b>	<b>158</b>	<b>13149.4</b>	<b>8278.8</b>
<b>HEDCO 504 Loans</b>	<b>6</b>	<b>4734.0</b>	<b>4734.0</b>
<b>Lokahi Pacific 504 Loans</b>	<b>4</b>	<b>1136.0</b>	<b>1136.0</b>
<b>Grand Total</b>	<b>168</b>	<b>19019.4</b>	<b>14148.8</b>

### 504 LOAN ACTIVITY

<u>Bank</u>	<u>HEDCO</u>	<u>Lokahi Pacific</u>	<u>Total</u>	<u>SBA Portion Only (000's)</u>
Central Pacific Bank		3	3	827.0
Pacific Rim Bank	1		1	1059.0
Temecula Valley Bank	1		1	996.0
Hawaii National Bank	1		1	839.0
American Savings Bank	1		1	234.0
<b>Total 504 Loans</b>	<b>4</b>	<b>3</b>	<b>7</b>	<b>3955.0</b>

### NUMBER OF LOANS BY COUNTY & GUAM & SAMOA

	<u>Oahu</u>	<u>Guam</u>	<u>Hawaii</u>	<u>Maui/Molokai</u>	<u>Kauai</u>	<u>Samoa</u>	<u>Total</u>
Bank of Hawaii	17	13	8	3	4		45
Central Pacific Bank	12		3	1	1		17
First Hawaiian Bank	10	1	2	2	1		16
Capital One	10			5	1		16
Citizens Security Bank		9					9
American Savings Bank	4		2	2			8
Comerica Bank	2			1			3
Ohana Pacific Bank	3						3
Celtic Bank Corporation	1						1
Excel National Bank				1			1
Hawaii National Bank			1				1
CIT Small Business Lending Corp.	1						1
Wells Fargo					1		1
<b>Sub-total</b>	<b>60</b>	<b>23</b>	<b>16</b>	<b>15</b>	<b>8</b>	<b>0</b>	<b>122</b>
Innovative Bank	14		3		3		20
Superior Financial Group, LLC	9						9
Business Loan Center LLC	5			2			7
<b>Total 7(a) Loans</b>	<b>88</b>	<b>23</b>	<b>19</b>	<b>17</b>	<b>11</b>	<b>0</b>	<b>158</b>
<b>HEDCO 504 Loans</b>	<b>3</b>	<b>1</b>	<b>2</b>				<b>6</b>
<b>Lokahi Pacific 504 Loans</b>			<b>1</b>	<b>3</b>			<b>4</b>
<b>Grand Total</b>	<b>91</b>	<b>24</b>	<b>22</b>	<b>20</b>	<b>11</b>	<b>0</b>	<b>168</b>

